

Message Text

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PAGE 01 STATE 043933

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E.O. 11652: N A

TAGS: BEXP, IZ

SUBJECT: VISIT OF ALLIS-CHALMERS CHAIRMAN DAVID SCOTT

REFERENCES: 1. BAGHDAD 181; 2. STATE 35377

KUWAIT POUCH BAGHDAD FOR ACTION

1 BEGIN UNCLASSIFIED: MSG REFTEL 1 PASSED TO SCOTT PRIOR
TO HIS DEPARTURE FEB. 25

2. FOLLOWING INFO INDICATING CHANGE IN SCOTT PURPOSE IN
BAGHDAD BASED ON PHONE CONVERSATION WITH GUS EDWARDS OF
ALLIS-CHALMERS (A-C) AT TIME CITED MSG PASSED TO SCOTT.

3. AS RESULT OF MEETING WITH IRAQI INTERESTS SECTION
CHIEF HASSAN (REFTEL 2, PARAGRAPH 3), PURPOSE OF SCOTT'S
MARCH VISIT TO BAGHDAD HAS CHANGED FROM BEING SUBSTANTIVE
TO PREPARATORY IN NATURE HASSAN AT MEETING HAD EXPRESSED
GREAT ENTHUSIASM OVER A-C PLAN TO VISIT BAGHDAD, BUT
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PAGE 02 STATE 043933

SUGGESTED THAT VISIT BE POSTPONED TO GIVE A-C TIME TO DO COMPREHENSIVE STUDY ON HOW A-C CAPABILITIES CAN MEET IRAQI NEEDS. WHEN STUDY COMPLETED AND CORRESPONDING A-C PROPOSAL FOR PROJECTS IN IRAQ DEVELOPED, HASSAN SAID HE COULD ARRANG ALL CONTACTS AND MEETINGS NECESSARY IN BAGHDAD TO DEVELOP POSSIBILITIES FOR FUTURE A-C/IRAQI COOPERATION.

4. SCOTT PERSUADED BY HASSAN'S ARGUMENT AND WILL INITIATE SUGGESTED A-C STUDY PROMPTLY.

5. MEANWHILE, HOWEVER, SCOTT SAID THAT SINCE HE WOULD BE IN THE NEIGHBORHOOD ANYWAY ON VISITS TO OTHER COUNTRIES OF THE REGION, HE WOULD STILL LIKE TO STOP BY BAGHDAD TO TOUCH BASE WITH USINT AND US BUSINESSMEN AND TO GET GENERAL FEEL OF SITUATION BEFORE LAUNCHING LARGER PROJECT. HASSAN AGREED, ISSUED VISA TO SCOTT IMMEDIATELY, AND PROMISED TO INFORM GOI OF SCOTT'S TRIP AND IF POSSIBLE TO SET UP MEETING CITED PARAGRAPH 3 REFTEL 2 TO HELP SCOTT GET FEEL OF GOI APPROACH AND THINKING.

6. SCOTT WILL CONTACT USINT ON ARRIVAL BAGHDAD AND WOULD APPRECIATE SHORT BRIEFING ON BUSINESS CLIMATE, ETC., IN BAGHDAD. ALSO IS STILL INTERESTED IN MEETING WITH ANY US BUSINESSMEN AVAILABLE TO GET THEIR FEELING ON DOING BUSINESS WITH GOI.

7. A-C CLEARLY EXCITED OVER IRAQI PROSPECTS, ESPECIALLY IN WAKE OF INFO REFTEL 1 ON BID EXTENSION FOR TRUCK PLANT (EDWARDS WAS UNAWARE OF THIS DEVELOPMENT) AND AS RESULT OF USINT'S POSITIVE ATTITUDE. EDWARDS SURE THAT ENCOURAGEMENT EVIDENT IN REFTEL 1 WILL INSPIRE SCOTT TO MOVE EVEN FASTER ON PROPOSED STUDY. FYI: EDWARDS NOW FORECASTS TIMETABLE OF 2-4 MONTHS FOR STUDY COMPLETION. END FYI. END UNCLASSIFIED.

8. BEGIN LOU: A-C DEALINGS WITH STANFORD RESEARCH INSTITUTE APPARENTLY LIMITED TO USING SRI EXPERIENCE IN AREA TO HELP A-C MAKE NECESSARY CONTACTS. IN DEVELOPMENT WHICH SUPPORT YOUR CONCERN (REFTEL 1, PARAGRAPH 8) ON MATTER, SRI REP TRAVELLING WITH SCOTT PARTY TO EGYPT AND IRAN SO FAR HAS BEEN UNABLE TO GET IRAQI VISA AFTER TRYING IN SEVERAL IRAQI EMBASSIES IN REGION. QUESTION OF HIS LIMITED OFFICIAL USE

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PAGE 03 STATE 043933

ACCOMPANYING SCOTT TO BAGHDAD MAY THUS BE SETTLED BY IRAQIS THEMSELVES, THOUGH EVIDENTLY WITHOUT PREJUDICE TO A-C MISSION. EDWARDS AWARE OF IMPLICATIONS OF THIS SITUATION AND INDICATED HE WOULD ACT ACCORDINGLY. END LOU. KISSINGER

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